

Message Text

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ACTION NEA-11

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TAGS: ETRD, BU, IR
SUBJ: IRANO-BULGARIAN ECONOMIC RELATIONS

REF: A. 77 TEHRAN A-175, B. TEHRAN 4304

1. THE TENTH MEETING OF THE IRANO-BULGARIAN JOINT MINIS-
TERIAL COMMISSION FOR ECONOMIC AND TECHNICAL COOPERATION,
AND THREE SUBCOMMITTEES, OCCURRED AT TEHRAN APRIL 29 TO
MAY 2 AND PRODUCED A BILATERAL TRADE TARGET OF DLS1.2 BILLION
FOR THE 1978-1983 FIVE YEAR PERIOD. BULGARIA'S DELEGATION
WAS LED BY FOREIGN TRADE MINISTER KRISTOU KRISTOV, WITH
IRAN MINISTER OF COMMERCE KAZEM KHOSROWSHAHI AS HOST.
KRISTOV'S CALLS INCLUDED PRIME MINISTER AMOUZEGAR. THE
1978 BILATERAL TRADE TARGET OF DLS 160 MILLION SEEKS A TRADE
BALANCE, BUT MINCOM DIRECTOR GENERAL FOR INTERNATIONAL
COOPERATION FATEMI BELIEVES THAT, FOR ONCE, THE TARGET IS
CONSERVATIVE AND THAT IRAN'S EXPORTS WILL EXCEED DLS80
MILLION. THREE DOCUMENTS WERE SIGNED AT THE MEETING
RELATING TO TRADE AND THE DRAFT OF THE FIVE YEAR
AGREEMENT WAS DISCUSSED AND READIED FOR SIGNING ON THE
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OCCASION OF THE SHAH'S PROPOSED VISIT TO BULGARIA
MAY 16-19 (REF B). NO NEW IRANIAN CREDITS WERE
DISCUSSED BUT IT IS LIKELY THAT LITTLE IF ANY DIS-
BURSEMENTS HAVE BEEN MADE AGAINST THE DLS150
MILLION CREDIT ALREADY ON THE BOOKS (SEE REF A).

2. THE DLS 80 MILLION IRANAIN EXPORT TARGET FOR 1978

CONSISTS 40 PERCENT OF OIL, 30-35 PERCENT INDUSTRIAL
GOODS (E.G. SHOES AND TEXTILES) AND THE BALANCE
PRIMARY PRODUCTS SUCH AS RAW COTTON. GIVEN THE NON-
OIL EXPORTS OF DLS3.3 MILLION IN THE YEAR 2535 ENDING
MARCH 20, 1977, IT IS DIFFICULT TO ACCEPT FATEMI'S
OPTIMISM OF EXCEEDING THE 1978 TARGET. IMPORTS FROM
BULGARIA, HOWEVER, REQUIRE LESS GROWTH TO ACHIEVE
THE TARGET, HAVING REACHED DLS49.5 MILLION IN 2535.
BULGARIA'S INVOLVEMENT IN IRAN EXTENDS HEAVILY INTO
SERVICES AS WELL, WITH TECHNICIANS WORKING IN SEVEN
AGRICULTURAL PROCESSING PLANTS (WOOD PROCESSING, TOBACCO,
ROSE OIL, POULTRY, FODDER/MILK, COLD STORAGE AND CANNED
FOODS). BULGARIA IS INVOLVED WITH THE GOI'S CONGLOMERATE
IDRO IN PRODUCTION OF ELECTRO-DIESEL LIFT TRUCKS, A
PLANT WHICH THE BULGARIAN AMBASSADOR SAID HAD PRODUCED
100 UNITS BY END-APRIL. LITTLE IS YET UNKNOWN HERE ABOUT
THE LONG-MENTIONED (77 TEHRAN A-7) DLS350 MILLION-
VALUED AGRO-COMPLEX (MAINLY DAIRY) IN BULGARIA IN WHICH
SOME GOI EQUITY IS PLANNED. BULGARIAN EXPOSURE HERE
HAS INCREASED AS A RESULT OF IRAN'S IMPASS WITH TURKEY
OVER TURKISH TRANSIT TAXES. BULGARIA, WHICH ENJOYS
PREFERENTIAL TAXES UNDER ITS PROTOCOL WITH TURKEY,
CLAIMS ITS TRUCKS ACCOUNT FOR 60 PERCENT OF GOODS
ENTERING IRAN BY ROAD AND 40 PERCENT OF IRANIAN EXPORTS
EUROPE-BOUND.

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